

Table 6.1. Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Revenue for Taxable Employer Firms: 1998 Through 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	2002	2001	2000	1999	1998
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	942,784	879,763	846,054	838,402	803,602	727,896	659,788
5411	Legal services (except notaries)	209,475	199,915	180,042	171,598	160,620	154,184	145,019
54111	Offices of lawyers	197,385	187,819	170,808	162,958	152,834	146,236	137,230
54119	Other legal services	12,090	12,096	9,234	8,640	7,785	7,948	7,789
5412	Accounting, tax preparation, bookkeeping, and payroll services ..	92,884	87,791	84,072	82,845	79,361	71,693	65,914
541211	Offices of certified public accountants	50,679	47,835	48,498	49,635	45,773	42,145	39,558
541213	Tax preparation services	4,944	4,468	4,129	3,765	3,347	3,074	2,722
541214	Payroll services	25,359	24,366	21,418	20,149	21,394	18,829	16,467
541219	Other accounting services	11,902	11,122	10,028	9,296	8,847	7,646	7,167
5413	Architectural, engineering, and related services (except landscape architectural services)	180,074	160,915	158,265	157,489	150,269	133,943	125,184
54131	Architectural services	28,609	26,851	25,240	26,719	25,022	22,345	20,819
54133	Engineering services	132,814	117,509	116,887	115,837	111,929	98,955	91,632
54138	Testing laboratories	9,908	8,849	8,771	7,865	7,128	6,930	7,022
5413x	Other related services ¹	8,742	7,706	7,367	7,067	6,191	5,713	5,710
5414	Specialized design services	19,617	18,090	17,075	17,775	17,889	16,156	15,222
54141	Interior design services	8,061	7,497	7,018	6,897	6,798	6,269	6,017
5414x	All other design services ²	11,556	10,593	10,057	10,878	11,091	9,887	9,205
5415	Computer systems design and related services	173,171	171,394	173,414	183,878	186,401	164,776	138,126
541511	Custom computer programming services	58,303	58,140	60,126	65,578	70,004	62,699	51,265
541512	Computer systems design services	76,688	76,992	78,336	80,787	82,763	72,360	63,970
541513	Computer facilities management services	23,422	22,518	22,279	25,435	21,816	20,260	15,974
541519	Other computer related services ..	14,758	13,743	12,674	12,078	11,819	9,457	6,918
5416	Management, scientific, and technical consulting services	122,317	109,313	105,912	99,950	90,510	81,971	74,738
54161	Management consulting services ..	102,424	92,129	90,915	86,023	78,250	71,239	64,419
54162	Environmental consulting services ..	8,749	7,902	6,933	6,213	5,578	5,029	4,588
54169	Other scientific and technical consulting services	11,145	9,282	8,065	7,714	6,682	5,704	5,731
5417	Scientific research and development services	54,272	48,142	45,983	41,569	35,587	30,784	27,319
54171	Research and development in the physical, engineering, and life sciences	51,994	46,104	44,089	39,870	34,029	29,345	26,053
54172	Research and development in the social sciences and humanities ..	2,278	2,038	1,894	1,698	1,558	1,438	1,267

See footnotes at end of table.

Table 6.1. Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Revenue for Taxable Employer Firms: 1998 Through 2004—Con.

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	2002	2001	2000	1999	1998
5418	Advertising and related services	63,583	58,629	56,681	58,634	59,680	53,066	48,808
54181	Advertising agencies	24,551	22,396	21,104	21,268	21,584	18,241	15,993
54182	Public relations agencies	6,954	6,305	6,205	6,156	6,501	5,118	4,576
54185	Display advertising	5,440	4,925	4,617	4,509	4,752	4,419	3,945
54186	Direct mail advertising	11,570	10,648	10,545	10,739	10,351	9,915	9,559
5418x	All other advertising ³	15,069	14,355	14,211	15,963	16,491	15,373	14,735
5419	Other professional, scientific, and technical services (except veterinary services)	27,391	25,574	24,610	24,664	23,286	21,323	19,460
54191	Marketing research and public opinion polling	11,851	11,118	10,890	11,412	11,683	11,016	9,711
54192	Photographic services	6,984	6,758	6,538	6,761	6,613	6,414	6,471
541921	Photography studios, portrait	5,031	4,879	4,752	4,773	4,642	4,626	4,707
541922	Commercial photography	1,953	1,880	1,786	1,987	1,971	1,789	1,764
54193	Translation and interpretation services	1,093	968	876	850	810	750	696
54199	All other professional, scientific, and technical services	7,463	6,730	6,305	5,643	4,180	3,143	2,582

¹Includes NAICS 54134 (drafting services), NAICS 54135 (building inspection services), NAICS 54136 (geophysical surveying and mapping services), and NAICS 54137 (surveying and mapping (except geophysical) services).

²Includes NAICS 54142 (industrial design services), NAICS 54143 (graphic design services), and NAICS 54149 (other specialized design services).

³Includes NAICS 54183 (media buying agencies), NAICS 54184 (media representatives), NAICS 54187 (advertising material distribution services), and NAICS 54189 (other services related to advertising).

Note: Estimates cover taxable firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.1 provides estimated measures of sampling variability (coefficients of variation).

Table 6.2. Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Year-to-Year Percent Change in Revenue for Taxable Employer Firms: 1998 Through 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999	1999/1998
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	7.2	4.0	0.9	4.3	10.4	10.3
5411	Legal services (except notaries)	4.8	11.0	4.9	6.8	4.2	6.3
54111	Offices of lawyers	5.1	10.0	4.8	6.6	4.5	6.6
54119	Other legal services	-0.1	31.0	6.9	11.0	-2.0	2.0
5412	Accounting, tax preparation, bookkeeping, and payroll services	5.8	4.4	1.5	4.4	10.7	8.8
541211	Offices of certified public accountants ..	5.9	-1.4	-2.3	8.4	8.6	6.5
541213	Tax preparation services	10.6	8.2	9.6	12.5	8.9	12.9
541214	Payroll services	4.1	13.8	6.3	-5.8	13.6	14.3
541219	Other accounting services	7.0	10.9	7.9	5.1	15.7	6.7
5413	Architectural, engineering, and related services (except landscape architectural services)	11.9	1.7	0.5	4.8	12.2	7.0
54131	Architectural services	6.5	6.4	-5.5	6.8	12.0	7.3
54133	Engineering services	13.0	0.5	0.9	3.5	13.1	8.0
54138	Testing laboratories	12.0	0.9	11.5	10.3	2.9	-1.3
5413x	Other related services ¹	13.4	4.6	4.2	14.2	8.4	Z
5414	Specialized design services	8.4	5.9	-3.9	-0.6	10.7	6.1
54141	Interior design services	7.5	6.8	1.8	1.5	8.4	4.2
5414x	All other design services ²	9.1	5.3	-7.5	-1.9	12.2	7.4
5415	Computer systems design and related services	1.0	-1.2	-5.7	-1.4	13.1	19.3
541511	Custom computer programming services ..	0.3	-3.3	-8.3	-6.3	11.7	22.3
541512	Computer systems design services	-0.4	-1.7	-3.0	-2.4	14.4	13.1
541513	Computer facilities management services	4.0	1.1	-12.4	16.6	7.7	26.8
541519	Other computer related services	7.4	8.4	4.9	2.2	25.0	36.7
5416	Management, scientific, and technical consulting services	11.9	3.2	6.0	10.4	10.4	9.7
54161	Management consulting services	11.2	1.3	5.7	9.9	9.8	10.6
54162	Environmental consulting services	10.7	14.0	11.6	11.4	10.9	9.6
54169	Other scientific and technical consulting services	20.1	15.1	4.6	15.4	17.1	-0.5
5417	Scientific research and development services	12.7	4.7	10.6	16.8	15.6	12.7
54171	Research and development in the physical, engineering, and life sciences	12.8	4.6	10.6	17.2	16.0	12.6
54172	Research and development in the social sciences and humanities	11.8	7.6	11.5	9.0	8.4	13.5

See footnotes at end of table.

Table 6.2. **Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Year-to-Year Percent Change in Revenue for Taxable Employer Firms: 1998 Through 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999	1999/1998
5418	Advertising and related services	8.4	3.4	-3.3	-1.8	12.5	8.7
54181	Advertising agencies	9.6	6.1	-0.8	-1.5	18.3	14.1
54182	Public relations agencies	10.3	1.6	0.8	-5.3	27.0	11.8
54185	Display advertising	10.5	6.7	2.4	-5.1	7.5	12.0
54186	Direct mail advertising	8.7	1.0	-1.8	3.7	4.4	3.7
5418x	All other advertising ³	5.0	1.0	-11.0	-3.2	7.3	4.3
5419	Other professional, scientific, and technical services (except veterinary services)	7.1	3.9	-0.2	5.9	9.2	9.6
54191	Marketing research and public opinion polling	6.6	2.1	-4.6	-2.3	6.1	13.4
54192	Photographic services	3.3	3.4	-3.3	2.2	3.1	-0.9
541921	Photography studios, portrait	3.1	2.7	-0.4	2.8	0.4	-1.7
541922	Commercial photography	3.9	5.2	-10.1	0.8	10.2	1.4
54193	Translation and interpretation services	12.9	10.4	3.1	4.9	8.0	7.8
54199	All other professional, scientific, and technical services	10.9	6.7	11.7	35.0	33.0	21.7

Z Less than .05 percent.

¹Includes NAICS 54134 (drafting services), NAICS 54135 (building inspection services), NAICS 54136 (geophysical surveying and mapping services), and NAICS 54137 (surveying and mapping (except geophysical) services).

²Includes NAICS 54142 (industrial design services), NAICS 54143 (graphic design services), and NAICS 54149 (other specialized design services).

³Includes NAICS 54183 (media buying agencies), NAICS 54184 (media representatives), NAICS 54187 (advertising material distribution services), and NAICS 54189 (other services related to advertising).

Note: Estimates cover taxable firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.1 provides estimated measures of sampling variability (coefficients of variation).

Table 6.3. **Selected Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Revenue for Tax-Exempt Employer Firms: 1998 Through 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	2002	2001	2000	1999	1998
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	22,887	20,996	20,554	19,137	18,770	17,596	16,711
54111	Offices of lawyers	2,416	2,182	2,056	1,986	1,930	1,831	1,664
5417	Scientific research and development services	20,471	18,814	18,498	17,152	16,840	15,765	15,047
54171	Research and development in the physical, engineering, and life sciences	17,995	16,577	16,364	15,097	14,942	14,047	13,419
54172	Research and development in the social sciences and humanities ..	2,475	2,237	2,134	2,055	1,898	1,718	1,628

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.2 provides estimated measures of sampling variability (coefficients of variation).

Table 6.4. **Selected Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Year-to-Year Percent Change in Revenue for Tax-Exempt Employer Firms: 1998 Through 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using the results of the 2002 Economic Census]

NAICS code	Kind of business	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999	1999/1998
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	9.0	2.2	7.4	2.0	6.7	5.3
54111	Offices of lawyers	10.7	6.1	3.5	2.9	5.4	10.0
5417	Scientific research and development services	8.8	1.7	7.9	1.8	6.8	4.8
54171	Research and development in the physical, engineering, and life sciences	8.6	1.3	8.4	1.0	6.4	4.7
54172	Research and development in the social sciences and humanities	10.6	4.8	3.8	8.3	10.5	5.5

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.2 provides estimated measures of sampling variability (coefficients of variation).

Table 6.5. **Selected Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Expenses for Tax-Exempt Employer Firms: 1998 Through 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	2002	2001	2000	1999	1998
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	21,099	21,283	20,371	18,692	17,894	16,624	15,850
54111	Offices of lawyers	2,121	2,130	2,054	1,920	1,873	1,755	1,617
5417	Scientific research and development services	18,978	19,153	18,317	16,772	16,020	14,868	14,233
54171	Research and development in the physical, engineering, and life sciences	16,678	16,977	16,219	14,794	14,174	13,218	12,691
54172	Research and development in the social sciences and humanities ..	2,301	2,177	2,098	1,978	1,846	1,650	1,542

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.3 provides estimated measures of sampling variability (coefficients of variation).

Table 6.6. **Selected Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Year-to-Year Percent Change in Expenses for Tax-Exempt Employer Firms: 1998 Through 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999	1999/1998
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	-0.9	4.5	9.0	4.5	7.6	4.9
54111	Offices of lawyers	-0.4	3.7	7.0	2.5	6.7	8.6
5417	Scientific research and development services	-0.9	4.6	9.2	4.7	7.7	4.5
54171	Research and development in the physical, engineering, and life sciences	-1.8	4.7	9.6	4.4	7.2	4.2
54172	Research and development in the social sciences and humanities	5.7	3.7	6.1	7.1	11.9	7.0

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.3 provides estimated measures of sampling variability (coefficients of variation).

**Table 6.7. Accounting, Tax Preparation, Bookkeeping, and Payroll Services
(NAICS 5412)—Estimated Sources of Revenue for Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
ACCOUNTING, TAX PREPARATION, BOOKKEEPING, AND PAYROLL SERVICES (NAICS 5412)	
Operating Revenue	
Total	92,884
Sources of Revenue	
Assurance and related services	24,469
Financial auditing services	17,567
Financial statement review	1,257
Other assurance and financial auditing services	5,645
Bookkeeping, compilation, payroll, and taxation services	59,587
General accounting services	4,727
Bookkeeping and compilation services	6,405
Payroll services	25,134
Taxation planning and consulting services	5,924
Tax preparation and representation services for individuals and unincorporated businesses	10,867
Tax preparation and representation services for corporate and other clients	6,531
Other related services	3,585
Computerized accounting system services	643
Management consulting services	2,943
All other operating revenue	5,243
OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS (NAICS 541211)	
Operating Revenue	
Total	50,679
Sources of Revenue	
Assurance and related services	24,023
Financial auditing services	17,189
Financial statement review	1,199
Other assurance and financial auditing services	5,636
Bookkeeping, compilation, payroll, and taxation services	23,529
General accounting services	S
Bookkeeping and compilation services	2,540
Payroll services	S
Taxation planning and consulting services	5,594
Tax preparation and representation services for individuals and unincorporated businesses	6,503
Tax preparation and representation services for corporate and other clients	5,664
Other related services	1,835
Computerized accounting system services	213
Management consulting services	1,622
All other operating revenue	1,293

See footnotes at end of table.

Table 6.7. **Accounting, Tax Preparation, Bookkeeping, and Payroll Services (NAICS 5412)—Estimated Sources of Revenue for Employer Firms: 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
TAX PREPARATION SERVICES (NAICS 541213)	
Operating Revenue	
Total	4,944
Sources of Revenue	
Assurance and related services	S
Financial auditing services	S
Financial statement review	S
Other assurance and financial auditing services	ZZ
Bookkeeping, compilation, payroll, and taxation services	3,907
General accounting services	S
Bookkeeping and compilation services	S
Payroll services	S
Taxation planning and consulting services	S
Tax preparation and representation services for individuals and unincorporated businesses	3,322
Tax preparation and representation services for corporate and other clients	S
Other related services	S
Computerized accounting system services	S
Management consulting services	S
All other operating revenue	947
PAYROLL SERVICES (NAICS 541214)	
Operating Revenue	
Total	25,359
Sources of Revenue	
Assurance and related services	ZZ
Financial auditing services	ZZ
Financial statement review	ZZ
Other assurance and financial auditing services	ZZ
Bookkeeping, compilation, payroll, and taxation services	24,348
General accounting services	289
Bookkeeping and compilation services	S
Payroll services	23,898
Taxation planning and consulting services	ZZ
Tax preparation and representation services for individuals and unincorporated businesses	ZZ
Tax preparation and representation services for corporate and other clients	ZZ
Other related services	S
Computerized accounting system services	ZZ
Management consulting services	S
All other operating revenue	S

See footnotes at end of table.

Table 6.7. **Accounting, Tax Preparation, Bookkeeping, and Payroll Services (NAICS 5412)—Estimated Sources of Revenue for Employer Firms: 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
OTHER ACCOUNTING SERVICES (NAICS 541219)	
Operating Revenue	
Total	11,902
Sources of Revenue	
Assurance and related services	S
Financial auditing services	S
Financial statement review	S
Other assurance and financial auditing services	S
Bookkeeping, compilation, payroll, and taxation services	7,803
General accounting services	1,405
Bookkeeping and compilation services	3,675
Payroll services	999
Taxation planning and consulting services	S
Tax preparation and representation services for individuals and unincorporated businesses	1,042
Tax preparation and representation services for corporate and other clients	524
Other related services	1,155
Computerized accounting system services	S
Management consulting services	732
All other operating revenue	2,540

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. ZZ Less than .5.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.4 provides estimated measures of sampling variability (coefficients of variation).

Table 6.8. Architectural Services (NAICS 54131)—Estimated Sources of Revenue for Employer Firms: 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	28,609
Sources of Revenue	
Residential building projects	3,858
Single-family residential projects	2,217
Multi-family residential projects	1,642
Non-residential building projects	20,865
Office building projects	2,719
Retail and restaurant building projects	2,172
Hotel and convention center building projects	S
Health care building projects	2,914
Entertainment and recreational building projects	1,016
Educational building projects	6,962
Industrial building projects	559
Transportation building projects	S
Other nonresidential building projects	2,237
Other services (performed independent of the architecture projects above)	1,911
Historical restoration projects	S
Architectural advisory services	S
Landscape architectural services	S
Interior design services	985
All other operating revenue	1,975

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.5 provides estimated measures of sampling variability (coefficients of variation).

Table 6.9. Engineering Services (NAICS 54133)—Estimated Sources of Revenue for Employer Firms: 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	132,814
Sources of Revenue	
Engineering services	96,913
Residential engineering projects	4,647
Commercial, public, and institutional engineering projects	17,961
Industrial and manufacturing engineering projects	25,565
Transportation infrastructure engineering projects	10,202
Municipal utility engineering projects	5,800
Power generation and distribution engineering projects	3,244
Telecommunications and broadcasting engineering projects	S
Hazardous waste and industrial waste engineering projects	S
Other engineering projects	16,242
Other services (performed independent of the engineering projects above)	16,526
Engineering advisory services	S
Construction services	6,958
Drafting services	S
Surveying and mapping services	1,595
All other operating revenue	19,376

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.6 provides estimated measures of sampling variability (coefficients of variation).

Table 6.10. Computer Systems Design and Related Services (NAICS 5415)—Estimated Export Revenue for Employer Firms: 1998 Through 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	2002	2001	2000	1999	1998
5415	Computer systems design and related services	4,298	4,656	5,310	6,354	6,940	6,224	4,943
541511	Custom computer programming services	1,592	1,827	2,340	2,417	2,844	2,604	1,883
541512	Computer systems design services ..	1,120	1,346	1,750	2,946	3,358	2,958	2,612
541513	Computer facilities management services	S	S	S	349	333	320	305
541519	Other computer related services	S	S	S	S	S	S	S

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.7 provides estimated measures of sampling variability (coefficients of variation).

Table 6.11. Computer Systems Design and Related Services (NAICS 5415)—Estimated Year-to-Year Percent Change in Export Revenue for Employer Firms: 1998 Through 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004/2003	2003/2002	2002/2001	2001/2000	2000/1999	1999/1998
5415	Computer systems design and related services	-7.7	-12.3	-16.4	-8.4	11.5	25.9
541511	Custom computer programming services .	-12.8	-21.9	-3.2	-15.0	9.2	38.3
541512	Computer systems design services	-16.8	-23.1	-40.6	-12.3	13.5	13.3
541513	Computer facilities management services .	S	S	S	4.7	4.1	5.0
541519	Other computer related services	S	S	S	S	S	S

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.7 provides estimated measures of sampling variability (coefficients of variation).

Table 6.12. Computer Systems Design and Related Services (NAICS 5415)—Estimated Sources of Revenue for Employer Firms: 2001 Through 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using the results of the 2002 Economic Census]

Item	2004	2003	2002	2001	Percent Change		
					2004/2003	2003/2002	2002/2001
COMPUTER SYSTEMS DESIGN AND RELATED SERVICES (NAICS 5415)							
Total revenue	173,171	171,394	173,414	183,878	1.0	-1.2	-5.7
Information technology design and development, total	68,772	69,210	71,659	89,771	-0.6	-3.4	-20.2
Custom application design and development	28,119	27,648	31,603	45,474	1.7	-12.5	-30.5
Computer systems design, development, and integration services	32,959	33,907	32,998	36,528	-2.8	2.8	-9.7
Network design and development services	7,694	7,655	7,058	7,769	0.5	8.5	-9.2
Information technology infrastructure (computer) and network management services	27,769	24,996	25,141	29,265	11.1	-0.6	-14.1
Information technology technical support services	21,309	21,220	21,342	14,581	0.4	-0.6	46.4
Information technology consulting services	16,328	15,804	15,094	12,819	3.3	4.7	17.8
Software publishing	7,479	7,503	7,239	7,755	-0.3	3.7	-6.7
Data storage services	S	S	1,291	S	S	S	S
Data management services	2,760	2,924	3,117	2,416	-5.6	-6.2	29.0
Information technology related training services	2,003	2,166	2,655	2,766	-7.5	-18.4	-4.0
Internet access services	544	643	688	418	-15.3	-6.7	64.6
Web site hosting services	S	S	S	S	S	S	S
Application service provisioning	2,333	3,296	3,393	1,964	-29.2	-2.9	72.8
Business process management services	S	S	S	S	S	S	S
Rental and leasing of computer hardware	S	S	S	S	S	S	S
Re-sale of computer hardware and software	7,962	8,175	8,002	7,544	-2.6	2.2	6.1
Other services revenue	8,289	8,826	9,072	9,318	-6.1	-2.7	-2.6
CUSTOM COMPUTER PROGRAMMING SERVICES (NAICS 541511)							
Total revenue	58,303	58,140	60,126	65,578	0.3	-3.3	-8.3
Information technology design and development, total	27,138	28,362	31,896	41,284	-4.3	-11.1	-22.7
Custom application design and development	20,268	20,338	23,571	33,392	-0.3	-13.7	-29.4
Computer systems design, development, and integration services	5,943	7,033	7,173	6,789	-15.5	-2.0	5.7
Network design and development services	S	991	1,152	1,103	S	-14.0	4.5
Information technology infrastructure (computer) and network management services	2,616	2,605	3,140	3,733	0.4	-17.0	-15.9
Information technology technical support services	5,672	5,113	4,742	3,916	10.9	7.8	21.1
Information technology consulting services	8,232	S	6,661	S	S	S	S
Software publishing	2,934	2,861	3,258	2,975	2.7	-12.2	9.5
Data storage services	S	S	S	S	S	S	S
Data management services	S	S	S	S	S	S	S
Information technology related training services	663	638	S	S	3.9	S	S
Internet access services	S	S	S	S	S	S	S
Web site hosting services	S	S	S	S	S	S	S
Application service provisioning	S	S	S	S	S	S	S
Business process management services	S	S	S	S	S	S	S
Rental and leasing of computer hardware	S	S	S	S	S	S	S
Re-sale of computer hardware and software	S	S	S	S	S	S	S
Other services revenue	2,928	3,375	2,797	2,996	-13.3	20.7	-6.7

See footnotes at end of table.

Table 6.12. **Computer Systems Design and Related Services (NAICS 5415)—Estimated Sources of Revenue for Employer Firms: 2001 Through 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004	2003	2002	2001	Percent Change		
					2004/2003	2003/2002	2002/2001
COMPUTER SYSTEMS DESIGN SERVICES (NAICS 541512)							
Total revenue	76,688	76,992	78,336	80,787	-0.4	-1.7	-3.0
Information technology design and development, total	37,946	37,423	36,580	44,181	1.4	2.3	-17.2
Custom application design and development	6,021	5,716	6,490	10,170	5.3	-11.9	-36.2
Computer systems design, development, and integration services	25,873	25,539	24,733	28,104	1.3	3.3	-12.0
Network design and development services	6,052	6,169	5,358	5,908	-1.9	15.1	-9.3
Information technology infrastructure (computer) and network management services	5,860	5,087	4,679	4,985	15.2	8.7	-6.1
Information technology technical support services	10,911	10,914	11,910	6,960	Z	-8.4	71.1
Information technology consulting services ..	5,129	4,841	4,865	4,410	5.9	-0.5	10.3
Software publishing	2,812	2,999	2,838	3,586	-6.2	5.7	-20.8
Data storage services	343	361	623	838	-4.9	-42.1	-25.7
Data management services	1,313	1,780	1,824	1,535	-26.3	-2.4	18.9
Information technology related training services	636	904	867	1,273	-29.7	4.2	-31.9
Internet access services	200	374	477	358	-46.6	-21.5	33.3
Web site hosting services	728	599	543	S	21.6	10.4	S
Application service provisioning	956	2,050	2,484	1,639	-53.4	-17.5	51.5
Business process management services ...	2,166	1,325	1,242	S	63.5	6.7	S
Rental and leasing of computer hardware ..	S	S	S	S	S	S	S
Re-sale of computer hardware and software ..	3,977	4,210	4,335	4,468	-5.5	-2.9	-3.0
Other services revenue	3,680	4,103	5,047	4,766	-10.3	-18.7	5.9
COMPUTER FACILITIES MANAGEMENT SERVICES (NAICS 541513)							
Total revenue	23,422	22,518	22,279	25,435	4.0	1.1	-12.4
Information technology design and development, total	S	S	S	S	S	S	S
Custom application design and development	S	S	S	S	S	S	S
Computer systems design, development, and integration services	S	254	287	S	S	-11.6	S
Network design and development services	29	40	44	S	-27.6	-8.8	S
Information technology infrastructure (computer) and network management services	17,739	16,041	16,085	19,723	10.6	-0.3	-18.4
Information technology technical support services	S	S	S	S	S	S	S
Information technology consulting services ..	S	S	S	S	S	S	S
Software publishing	S	S	S	411	S	S	S
Data storage services	S	S	S	S	S	S	S
Data management services	S	S	S	S	S	S	S
Information technology related training services	S	5	S	S	S	S	S
Internet access services	S	S	S	S	S	S	S
Web site hosting services	S	S	S	S	S	S	S
Application service provisioning	S	S	S	S	S	S	S
Business process management services ...	328	771	466	719	-57.5	65.5	-35.2
Rental and leasing of computer hardware ..	S	S	S	S	S	S	S
Re-sale of computer hardware and software ..	S	375	321	444	S	16.6	-27.6
Other services revenue	S	S	S	S	S	S	S

See footnotes at end of table.

Table 6.12. **Computer Systems Design and Related Services (NAICS 5415)—Estimated Sources of Revenue for Employer Firms: 2001 Through 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 and prior years have been revised to reflect historical corrections to individual responses. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004	2003	2002	2001	Percent Change		
					2004/2003	2003/2002	2002/2001
OTHER COMPUTER RELATED SERVICES (NAICS 541519)							
Total revenue	14,758	13,743	12,674	12,078	7.4	8.4	4.9
Information technology design and development, total	2,761	2,721	2,449	2,709	1.5	11.1	−9.6
Custom application design and development	1,236	1,185	1,140	1,252	4.4	3.9	−8.9
Computer systems design, development, and integration services	S	S	S	955	S	S	S
Network design and development services	S	S	S	S	S	S	S
Information technology infrastructure (computer) and network management services	1,554	1,262	1,237	825	23.1	2.1	50.0
Information technology technical support services	3,314	2,998	2,855	2,797	10.6	5.0	2.1
Information technology consulting services	1,664	1,574	1,798	2,095	5.7	−12.5	−14.1
Software publishing	S	S	S	784	S	S	S
Data storage services	S	S	S	S	S	S	S
Data management services	S	S	S	S	S	S	S
Information technology related training services	S	S	S	S	S	S	S
Internet access services	280	S	163	S	S	S	S
Web site hosting services	S	S	S	S	S	S	S
Application service provisioning	S	S	S	S	S	S	S
Business process management services	S	403	428	S	S	−5.9	S
Rental and leasing of computer hardware	S	S	S	S	S	S	S
Re-sale of computer hardware and software	S	S	S	S	S	S	S
Other services revenue	S	S	S	S	S	S	S

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. Z Less than .05 percent.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.8 provides estimated measures of sampling variability (coefficients of variation).

Table 6.13. Management Consulting Services (NAICS 54161)—Estimated Sources of Revenue for Employer Firms: 2004

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	102,424
Sources of Revenue	
Management consulting services	75,406
Strategic management consulting and implementation	16,751
Financial management consulting and implementation	6,875
Marketing management consulting and implementation	12,728
Human resources management consulting and implementation	8,986
Operations and supply chain management consulting and implementation	5,099
Actuarial consulting (except for employee pensions and other benefits)	1,773
IT design and development consulting	6,963
All other consulting revenue	16,232
All other operating revenue	27,018

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.9 provides estimated measures of sampling variability (coefficients of variation).

Table 6.14. **Environmental Consulting Services (NAICS 54162)—Estimated Sources of Revenue for Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	8,749
Sources of Revenue	
Environmental consulting services	6,535
Environmental assessment consulting and implementation	2,002
Natural resource management consulting and implementation	S
Waste management consulting and implementation	S
Environmental policy development consulting and implementation	S
Environmental audits consulting and implementation	S
Site remediation planning consulting and implementation	1,330
Evaluation of environmental studies consulting and implementation	S
All other environmental consulting	864
All other operating revenue	2,214

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.10 provides estimated measures of sampling variability (coefficients of variation).

Table 6.15. **Scientific Research and Development Services (NAICS 5417)—Estimated Sources of Revenue for Taxable Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
SCIENTIFIC RESEARCH AND DEVELOPMENT SERVICES (NAICS 5417)	
Operating Revenue	
Total	54,272
Sources of Revenue	
Basic and applied research in the physical, engineering and life sciences	26,446
Basic and applied research in biotechnology	S
Basic and applied research in engineering and technology	S
Basic and applied research in medical and health sciences	S
Other basic and applied research in the physical, engineering and life sciences	S
Basic and applied research in the social sciences and humanities	1,798
Basic and applied research in education	226
Basic and applied research in economics	S
Other basic and applied research in the social sciences and humanities	S
Production services for development	4,453
Goods development services	3,371
Process, systems or methods development services	S
Licensing of right to use intellectual property	S
Original works of intellectual property	S
Advisory and consulting for research and development	S
All other operating revenue	S
RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (NAICS 54171)	
Operating Revenue	
Total	51,994
Sources of Revenue	
Basic and applied research in the physical, engineering and life sciences	26,034
Basic and applied research in biotechnology	S
Basic and applied research in engineering and technology	S
Basic and applied research in medical and health sciences	S
Other basic and applied research in the physical, engineering and life sciences	S
Basic and applied research in the social sciences and humanities	S
Basic and applied research in education	ZZ
Basic and applied research in economics	S
Other basic and applied research in the social sciences and humanities	S
Production services for development	3,957
Goods development services	S
Process, systems or methods development services	S
Licensing of right to use intellectual property	S
Original works of intellectual property	S
Advisory and consulting for research and development	S
All other operating revenue	S

See footnotes at end of table.

Table 6.15. **Scientific Research and Development Services (NAICS 5417)—Estimated Sources of Revenue for Taxable Employer Firms: 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES (NAICS 54172)	
Operating Revenue	
Total	2,278
Sources of Revenue	
Basic and applied research in the physical, engineering and life sciences	413
Basic and applied research in biotechnology	31
Basic and applied research in engineering and technology	32
Basic and applied research in medical and health sciences	350
Other basic and applied research in the physical, engineering and life sciences	ZZ
Basic and applied research in the social sciences and humanities	905
Basic and applied research in education	226
Basic and applied research in economics	90
Other basic and applied research in the social sciences and humanities	589
Production services for development	S
Goods development services	S
Process, systems or methods development services	S
Licensing of right to use intellectual property	22
Original works of intellectual property	5
Advisory and consulting for research and development	S
All other operating revenue	319

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. ZZ Less than .5.

Note: Estimates cover taxable firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.11 provides estimated measures of sampling variability (coefficients of variation).

Table 6.16. **Scientific Research and Development Services (NAICS 5417)—Estimated Sources of Revenue for Tax-Exempt Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
SCIENTIFIC RESEARCH AND DEVELOPMENT SERVICES (NAICS 5417)	
Operating and Non-Operating Revenue	
Total	20,516
Sources of Revenue	
Basic and applied research in the physical, engineering and life sciences	11,313
Basic and applied research in biotechnology	S
Basic and applied research in engineering and technology	2,554
Basic and applied research in medical and health sciences	3,800
Other basic and applied research in the physical, engineering and life sciences	4,048
Basic and applied research in the social sciences and humanities	2,135
Basic and applied research in education	1,200
Basic and applied research in economics	S
Other basic and applied research in the social sciences and humanities	814
Production services for development	S
Goods development services	S
Process, systems or methods development services	S
Licensing of right to use intellectual property	209
Original works of intellectual property	S
Advisory and consulting for research and development	1,982
All other operating revenue	2,178
Non-operating income	2,219
RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (NAICS 54171)	
Operating and Non-Operating Revenue	
Total	17,995
Sources of Revenue	
Basic and applied research in the physical, engineering and life sciences	10,839
Basic and applied research in biotechnology	S
Basic and applied research in engineering and technology	2,407
Basic and applied research in medical and health sciences	3,589
Other basic and applied research in the physical, engineering and life sciences	4,048
Basic and applied research in the social sciences and humanities	946
Basic and applied research in education	658
Basic and applied research in economics	S
Other basic and applied research in the social sciences and humanities	227
Production services for development	S
Goods development services	S
Process, systems or methods development services	S
Licensing of right to use intellectual property	201
Original works of intellectual property	2
Advisory and consulting for research and development	1,730
All other operating revenue	1,912
Non-operating income	2,055

See footnotes at end of table.

Table 6.16. **Scientific Research and Development Services (NAICS 5417)—Estimated Sources of Revenue for Tax-Exempt Employer Firms: 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES (NAICS 54172)	
Operating and Non-Operating Revenue	
Total	2,522
Sources of Revenue	
Basic and applied research in the physical, engineering and life sciences	474
Basic and applied research in biotechnology	S
Basic and applied research in engineering and technology	147
Basic and applied research in medical and health sciences	S
Other basic and applied research in the physical, engineering and life sciences	ZZ
Basic and applied research in the social sciences and humanities	1,189
Basic and applied research in education	541
Basic and applied research in economics	S
Other basic and applied research in the social sciences and humanities	587
Production services for development	158
Goods development services	S
Process, systems or methods development services	156
Licensing of right to use intellectual property	S
Original works of intellectual property	S
Advisory and consulting for research and development	252
All other operating revenue	266
Non-operating income	S

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. ZZ Less than .5.

Note: Estimates cover tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.12 provides estimated measures of sampling variability (coefficients of variation).

Table 6.17. **Advertising Agencies (NAICS 54181)—Estimated Sources of Revenue for Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	24,551
Sources of Revenue	
Integrated advertising services	10,674
Advertising creative services (including graphic design services)	2,901
Media buying	3,979
Full public relations services	330
Sales promotion	912
Direct marketing	889
Marketing research	S
Other advertising services	2,685
All other operating revenue	2,009

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.13 provides estimated measures of sampling variability (coefficients of variation).

Table 6.18. **Public Relations Agencies (NAICS 54182)—Estimated Sources of Revenue for Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	6,954
Sources of Revenue	
Full public relations services	4,313
Media relations	462
Crisis management	S
Lobbying	936
Event management	181
Media monitoring and analysis	S
Fundraising development services	14
All other operating revenue	873

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.14 provides estimated measures of sampling variability (coefficients of variation).

Table 6.19. **Display Advertising (NAICS 54185)—Estimated Sources of Revenue for Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	5,440
Sources of Revenue	
Leased display advertising media space	4,483
Large format	3,779
Transit	175
Street fixture and other urban fixtures	128
Other leased display advertising	401
All other operating revenue	957

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.15 provides estimated measures of sampling variability (coefficients of variation).

Table 6.20. **Direct Mail Advertising (NAICS 54186)—Estimated Sources of Revenue for Employer Firms: 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Dollar volume estimates are published in millions of dollars; consequently, results may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004
Operating Revenue	
Total	11,570
Sources of Revenue	
Full direct mail services	6,025
Concept development for a direct mail advertising campaign	77
Mail list creation and support services	322
Print services for direct mail advertising materials	734
Letter shop services	1,546
Fulfillment services	S
Other direct mail advertising services	198
All other operating revenue	2,095

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.16 provides estimated measures of sampling variability (coefficients of variation).

Table 6.21. **Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Total Expenses for Employer Firms: 2003 Through 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 have been revised to reflect historical corrections to individual responses. Dollar volume estimates are shown in millions of dollars; consequently, estimates may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	Percent change
				2004/2003
54	Professional, scientific, and technical services (except notaries and landscape architectural services)	807,535	761,762	6.0
5411	Legal services (except notaries)	151,780	143,987	5.4
54111	Offices of lawyers	141,836	133,799	6.0
54119	Other legal services	S	10,189	S
5412	Accounting, tax preparation, bookkeeping, and payroll services ...	74,199	69,693	6.5
541211	Offices of certified public accountants	39,454	36,299	8.7
541213	Tax preparation services	3,742	3,509	6.6
541214	Payroll services	S	S	S
541219	Other accounting services	S	S	S
5413	Architectural, engineering, and related services (except landscape architectural services)	156,528	145,914	7.3
54131	Architectural services	24,003	22,836	5.1
54133	Engineering services	116,793	109,021	7.1
54138	Testing laboratories	8,540	7,667	11.4
5413x	Other related services ¹	7,192	6,390	12.6
5414	Specialized design services	S	15,282	S
54141	Interior design services	S	5,961	S
5414x	All other design services ²	9,465	9,321	1.5
5415	Computer systems design and related services	146,900	148,363	-1.0
541511	Custom computer programming services	52,492	54,199	-3.1
541512	Computer systems design services	S	S	S
541513	Computer facilities management services	20,695	S	S
541519	Other computer related services	S	S	S
5416	Management, scientific, and technical consulting services	105,314	96,829	8.8
54161	Management consulting services	88,462	81,892	8.0
54162	Environmental consulting services	7,488	6,949	7.8
54169	Other scientific and technical consulting services	9,365	7,989	17.2
5417	Scientific research and development services	89,397	78,491	13.9
54171	Research and development in the physical, engineering, and life sciences	85,087	74,436	14.3
54172	Research and development in the social sciences and humanities	4,310	4,055	6.3

See footnotes at end of table.

Table 6.21. **Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Estimated Total Expenses for Employer Firms: 2003 Through 2004—Con.**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 have been revised to reflect historical corrections to individual responses. Dollar volume estimates are shown in millions of dollars; consequently, estimates may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

NAICS code	Kind of business	2004	2003	Percent change
				2004/2003
5418	Advertising and related services	46,288	41,258	12.2
54181	Advertising agencies	19,240	14,882	29.3
54182	Public relations agencies	5,881	5,127	14.7
54185	Display advertising	3,549	3,428	3.5
54186	Direct mail advertising	9,109	8,645	5.4
5418x	All other advertising ³	S	9,177	S
5419	Other professional, scientific, and technical services (except veterinary services)	S	21,944	S
54191	Marketing research and public opinion polling	S	9,212	S
54192	Photographic services	5,628	6,001	-6.2
541921	Photography studios, portrait	3,913	4,328	-9.6
541922	Commercial photography	1,716	1,673	2.5
54193	Translation and interpretation services	S	813	S
54199	All other professional, scientific, and technical services	S	5,918	S

S Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

¹Includes NAICS 54134 (drafting services), NAICS 54135 (building inspection services), NAICS 54136 (geophysical surveying and mapping services), and NAICS 54137 (surveying and mapping (except geophysical) services).

²Includes NAICS 54142 (industrial design services), NAICS 54143 (graphic design services), and NAICS 54149 (other specialized design services).

³Includes NAICS 54183 (media buying agencies), NAICS 54184 (media representatives), NAICS 54187 (advertising material distribution services), and NAICS 54189 (other services related to advertising).

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.17 provides estimated measures of sampling variability (coefficients of variation).

Table 6.22. **Professional, Scientific, and Technical Services (Except Notaries and Landscape Architectural Services) (NAICS 54)—Selected Estimated Expenses for Employer Firms: 2003 Through 2004**

[Estimates are based on data from the 2004 Service Annual Survey and administrative data. Estimates for 2003 have been revised to reflect historical corrections to individual responses. Dollar volume estimates are shown in millions of dollars; consequently, estimates may not be additive. Estimates have been adjusted using results of the 2002 Economic Census]

Item	2004	2003	Percent change
			2004/2003
Operating Expenses			
Total	807,535	761,762	6.0
Contract labor	52,384	42,722	22.6
Total materials and supplies	36,251	30,168	20.2
Computer and other business equipment and supplies	11,571	9,340	23.9
Other materials, parts, and supplies	24,679	20,827	18.5
Total purchased services	148,391	128,294	15.7
Custom coded software and system design and support services	2,620	2,769	-5.4
Data processing and other purchased computer services	3,942	3,597	9.6
Purchased communication services	9,619	9,488	1.4
Purchased electricity	2,662	2,475	7.6
Purchased fuels (except motor fuels)	704	579	21.7
Purchased management consulting, admin., and other prof. services ...	35,149	29,166	20.5
Lease and rental payments	40,508	39,627	2.2
All other purchased services	53,187	40,593	31.0
All other operating expenses	570,510	NA	NA

NA Not available.

Note: Estimates cover taxable and tax-exempt firms and are not adjusted for price changes. The introduction and appendixes give information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions. Links to this information on the Internet may be found at www.census.gov/svsd/www/cv.html. Appendix A, Table A-6.18 provides estimated measures of sampling variability (coefficients of variation).